





#### Who We Are

- M-I SWACO is the leading supplier of engineered fluid systems and drilling waste management solutions to the worldwide exploration & production industry
- We are a joint venture company, majority owned by Smith International
  - (NYSE: SII)
- Worldwide we employ over 10,000 people
- We are a member of the Customs – Trade Partnership Against Terrorism







# Company Profile



## Number

10,000 275 70 2,000 10,000+ 3 600+

**Locations Countries** 

Fluid engineers Wells serviced in 2004 Technology centers

Customers



#### Warehouse & service centers



M-I SWACO operates in 70 countries around the world, through some 300 warehouses, offices, and service centers



#### What Are Fluids?





- Fluids are a blend of minerals, usually barite, and specialty chemicals, designed to work together to perform specific functions during drilling operations
  - Cool & lubricate the drill bit

  - Maintain a stable wellbore. so that drilling is quick and trouble-free
  - Bring the drill cuttings to the surface, where the fluid is separated from the cuttings & recycled
  - Contain formation pressures, to avoid a "blow-out"
- It is not possible to drill most oil and gas wells without barite or a barite substitute



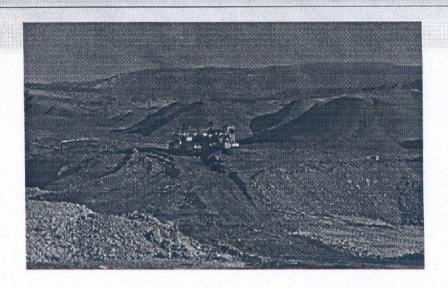
#### **About Barite**

- Barite is the overwhelming weighting agent in drilling fluids
- M-I SWACO is the world's leading producer and purchaser of Barite
- Mining the domestic supply at Battle Mt., Nevada
- Purchasing from the world's largest reserve: China
  - Also purchasing for worldwide operations from suppliers in India, Turkey, Spain, Mexico, Thailand, Morocco, and Vietnam



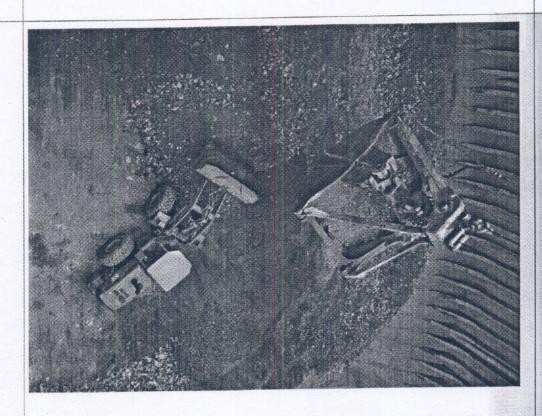


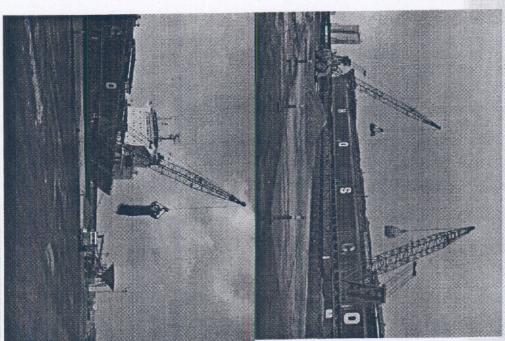
#### Mining in Battle Mountain Nevada



- Mining operations
  Open pit mining
  Barite production in excess of 300,000tons/year
  Reserves depleting limited long term supply that meets API standards

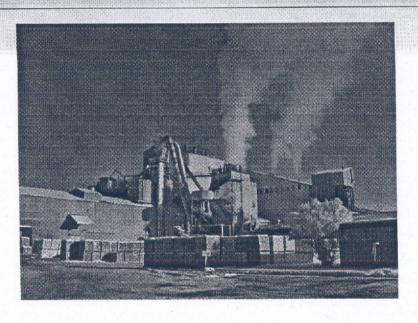








#### **Grinding Mills**



- Grinding Operations

  - Typically as close to markets as possibleTransportation of the finished product is highly freight-dollarintensive



#### **Import Duties**

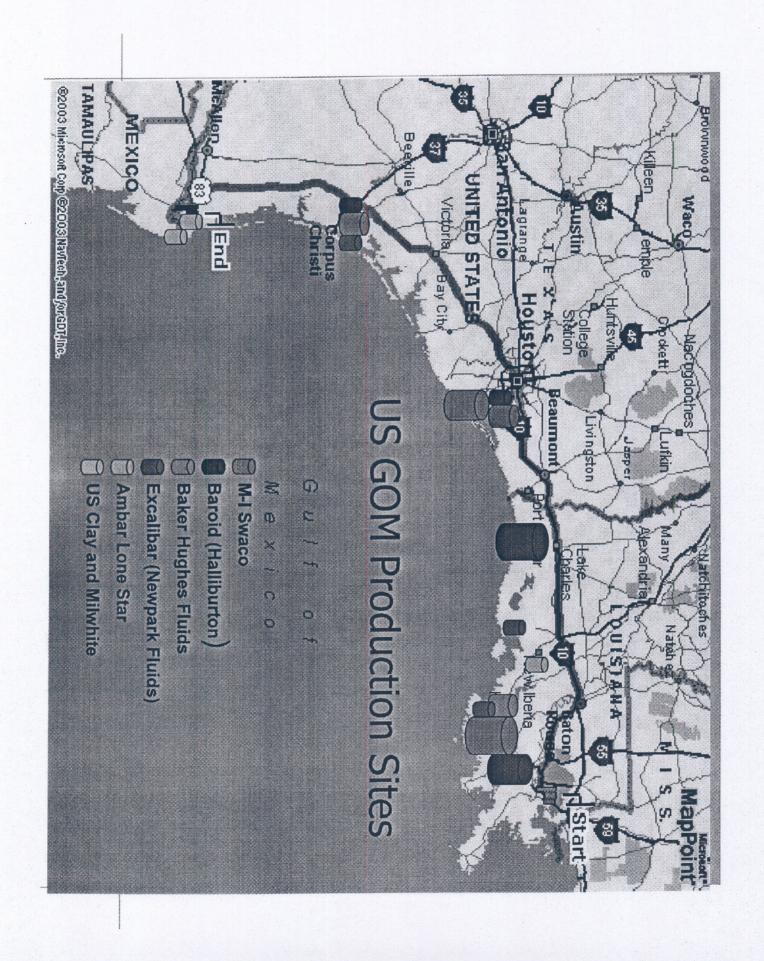
#### Harmonized Tariff Schedule of the United States (2005)

Annotated for Statistical Reporting Purposes

	Stat	Article Description	Unit of Quantity	Rates of Duty			
	Suf- fix			General	1 Special	2	
2511 2511.10 2511.10.10 2511.10.50		Natural barium sulfate (barytes); natural barium carbonate (witherite), whether or not calcined, other than barium oxide of heading 2816:  Natural barium sulfate (barytes):  Ground Other	t	Free \$1,25#	Free (A,AU,CA,CL, E,IL,J,JO, MX,SG)	\$7.38/t \$3.94/t	

- Barite ore, (not ground) is dutiable at \$1.25 per metric ton
  - We imported over 700,000 metric tons last year
  - The industry as a whole imported over 2.1MM metric tons
  - \$2.8MM in duty cost added to the cost of producing domestic oil & gas
- Interestingly, ground Barite is duty free, which is helpful to users of small amounts (Automotive, Medical, etc)





#### US GOM Barite Grinding Employment

	M-I Swaco	Baroid/ Cimbar	Baker*	Excallbar	Ambar	Milwhite*	US Clay*	Total*
Brownsville, TX						10	15	25
Corpus Christi, TX		20	15	15				50
Galveston, TX	16							16
Houston, TX (Cimbar)		15		25				40
Lake Charles, LA		40						40
New Iberia, LA				20				20
Morgan City, LA			25					25
Amelia, LA	22							22
Houma, LA					15			15
New Orleans, LA		14						14

<sup>\*</sup> estimates

TOTAL USGOM 38 89 40 60 15 10 15 267

Processing of imported barite ore adds approximately 270 jobs to the Texas-Louisiana Gulf Coast economy

- Current trade policy penalizes processing of ore



#### **Import Sources**

 China is the largest by far

### U.S. IMPORTS OF SELECTED MERCHANDISE

Year to date December 2005

2511105000 Natural Barium Sulfate (Barytes) Except Ground

Source	<b>Metric Tons</b>	Percent
China	2,281,376	86.195%
India	320,862	12.123%
Morocco	44,422	1.678%
All others	104	0.004%
Total	2,646,764	100.000%

Source: Mary E. May, Trade Data Services. U.S. Census



#### Dependency

- March 2005 USGS report to Congress identifies barite as a mineral import relevant to national security
- Upwards of 70% of our U.S. energy production is dependent on imported barite
- The current duty rate effectively contributes about 2.5% to the current landed cost of imported Chinese coarse barite
- China's largest rival is India, which enjoys GSP privileges, but whose contribution to the import picture has been in steady decline



#### Conclusion

- The current duty on barite ore (lumps) serves no purpose in encouraging greater mining of domestic Nevada barite
  - Mine-able reserves are limited
- The current duty on barite lumps, while allowing free import of ground barite, serves no purpose in encouraging greater volumes of barite processing in Texas and Louisiana
  - Market demand determines quantity imported and processed

